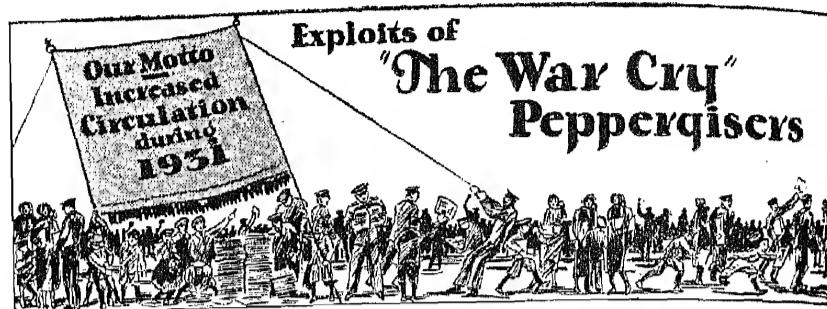




Some "Regions Beyond" boozing of "The War Cry" will bring worthwhile results. Try it!



Exploits of "The War Cry" Peppergisers

ON HOW IT IS DONE

"You Can Smile When You Can't Say a Word!"

anyway. And people do say "No!"—many of them do—and often; but this Cadet or some other will be coming around again next week and the week after; what sense is there in queering the prospect for the next caller by leaving unfortunate ideas in the mind of any?

Over and over again it has been proved that the sweetly-reasonable "Cry"-seller has succeeded at long last by carrying on characteristically of true Army traditions. "It's a pity you won't buy a 'War Cry,'" she seems to say; "still, it's your money I'm asking you to spend. Thank you for listening to me so kindly. Goodbye! God bless you!" Of course she can come again, and she does.

Listen, the Cadets sold 891 copies of "The War Cry" during Saturday, February 21st. That was an advance of three copies upon their previous best record for this Session, and they'll do better yet. Study the list appearing on this page, raise a jolly cheer for these energetic Officers-in-the-making, and then go out and bear a hand similarly for the extension of God's Kingdom per the medium of "The White-winged Messenger of Salvation."

Every person, of any age, whether Salvationists or not, who would like to help the cause of the Saviour of Men by bringing in the Light of His Glorious Gospel by this means, may

join in the happy task of handing out "The War Cry" to one here and another there. Many who read these lines will have only a limited opportunity to work for God amongst the people, but practically everybody could find, say, half a dozen others who have never yet read this paper. Well, we are anxious that they should have the chance, and so we ask that you will fill in the Enrollment Form found on page 13, send same to the Editor, as advised, and he will see that your name is added to the list of members of the Modern and Active Order of "War Cry" Peppergisers. (There is no fee to pay for registration.) Thereafter you will be regularly supplied with the papers you agreed to distribute.

Let nothing hinder you in this. Send in your form to-day and become a Pepper—that is, one who assists to speed up the increase in "Cry" circulation—right away.

How They Do It In Ottawa

Sister Mrs. Newton, of Ottawa III, a "Regions Beyond" Campaign Convert, who has just been enrolled, has taken over a "War Cry" route, increasing the number of customers from 14 to 21 in a few weeks.

Herbert, young son of the Corps Officers, Commandant and Mrs. Davies, sells 40 "Crys" per week.

CADETS AS PEPPERS

Returns for "The War Cry," dated February 21st, 1931

Former Peak of Sales this Session

WOMEN

Total Sales	495	494
Highest Average Sales		
Leaside Brigade	32	
Highest Sales, Cadet		
Wright	34	
Voss	33	
AVERAGE PER CADET	17.6	

MEN

Total Sales	396	394
Highest Average Sales		
Wychwood Brigade ..	30	
Highest Sales, Cadet		
White	50	
Knox	40	
AVERAGE PER CADET	23.29	
Total	891	

Later—For February 28th issue the women Cadets reached a total of 504 copies.

HAVE you noticed the manner of the meek mendicant as he bows before the householder when one has answered his summons to the door? Gratitude is said to be "a lively sense of favors to come." That appears to be in line with the sentence employed by the begging letter writer, when he says, in conclusion, "Thanking you in anticipation." Have you noticed that same suppliant when he has been turned empty away from the door? Oh, what a difference, sometimes! Gone is the meekness; in its place has come a demonstration of ugly temper.

The itinerant salesman—the bane of the life of many housewives—has as many different ways of approaching his objective as he has variety of wares. If he is a wise person, skilled in the art of his profession, he eaves behind him, even when he has been defied and defeated utterly, the atmosphere of charming manners and a sense of sorrow in the resistant matron that, after all, she had omitted to purchase from "such a nice-spoken man." You see, he can come again and be sure of a welcome. But supposing he turns scowling away, muttering unpleasant words—well, a moment's reflection will suffice to show that he need never attempt to sell at that door any more.

For real happy bearing under that form of adversity which is made

up of a succession of "Not to-day!" command us to the Training Garrison Cadets. They take the field on a Saturday afternoon, armed with a sheaf of "War Crys" and pass from door to door with smiling importunity. If they fail to-day they may succeed to-morrow, so they give the impression that they are well-blessed

CHAMPIONSHIP BANNER

Now Captured By Shelburne

AS ANNOUNCED last week, last month's battle for "War Cry" championship honors has been won by Shelburne, a big-hearted Corps in Nova Scotia, which, by making a "War Cry" increase equal to the number of its Soldiery, captures the Banner.

The Corps Officers here are Captain Wishart and Lieutenant Forbes, two gallant women Officers.

"The War Cry" Championship Banner has been surrendered by the Bridgeburg Corps, which previously held it, and passed on to Shelburne, and will proudly hang in a prominent place in the Hall.

It will be well known by now that the Banner is presented to the Corps which makes the biggest proportionate increase in "War Cry" sales during the month. The method of cal-

culating this is based upon a consideration of the Soldiery of the Corps, so that even the smallest Corps has an equal chance with the largest.

Shelburne will hold the Banner during March, when it will be passed on to the Corps which makes the biggest proportionate increase during this month.

We hope to publish a photograph of the Shelburne Corps Officers in a later issue.

THIS WEEK'S INCREASES

Verdun (Adjutant and Mrs. Bosher)	20
Seal Cove (Nfld.) (Captain J. D. Batten)	10
Total	30

Ted A. Pepper builds better than he knew

